INFORMATION LETTER

NATIONAL CANNERS ASSOCIATION

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For Members Only

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Second Largest Crop Production In History Reported by BAE

An astonishingly large volume of crops—second largest in history—was produced in 1952, despite the drought in a large part of the country, according to the year-end crop report issued December 17 by the Bureau of Agricultural Economics.

The acreage from which crops were harvested was smaller than average, but yields were generally high. Only two crops contributed record production to the large all-crop volume—rice and oranges.

Losses in acreage—the difference between planted and harvested totals—were nearly 13.8 million acres. This is little more than half the total acreage loss in 1951, 3 million acres less than in 1950, but slightly more than in most of the previous 10 years.

Vegetables

In 1952, approximately 16 million tons of vegetables were produced for both fresh market and processing, of which over 6.5 million tons were produced for processing.

The tonnage of vegetables for fresh market was about one percent higher than in 1951. The tonnage of 11 processing vegetables was about 9 percent less than last year. The value of these major vegetables produced for processing in 1952 was over $273 million, about 11 percent less than last year. This decrease resulted largely from the drop in tomato tonnage below the record 1951 crop.

Although the 1952 acreage planted to the 11 major vegetables for processing was about 2 percent less than the 10-year average, production was about 20 percent above average. The 1952 value of the 11 crops, at $273,427,000, is 12 percent lower than the 1951 value of $309,646,000, but is 42 percent above the average for the 1941-50 period of $192,297,000.

Of the 10 vegetables that are produced for both fresh market and processing, eight were produced in greater volume for processing than for fresh market. The only two crops with a larger production for fresh market were snap beans and cabbage. Following is a summary comparing production of 10 vegetable crops which are grown for both fresh market and processing:

Crop	1952 U. S. Production for fresh market	for processing	Percentage produced for processing
	—(1,000 tons)—		(percent)
Asparagus	56.4	95.3	63
Lima beans	23.6	90.2	79
Snap beans	247.2	241.3	49
Beets	36.7	127.7	78
Cabbage	1,091.3	152.4	12
Sweet corn	588.3	1,510.0	72
Cucumbers	177.3	332.2	63
Green peas	27.7	425.8	94
Spinach	103.2	110.0	52
Tomatoes	902.2	3,452.0	79

Production and Value by States

In tonnage of vegetables produced for processing, the top three states in 1952 were California, Wisconsin, and New York. California accounted for 30 percent of the total, and the three states combined produced over 46 percent of the total U. S. tonnage. Completing the top 10, in order, were Minnesota, Illinois, Indiana, Ohio, New Jersey, Pennsylvania, and Maryland. Other states which produced over 100,000 tons of processing vegetables in 1952 were Oregon, Michigan, Washington, Utah, and Iowa, the same number of states as a year ago. The only new state in this 100,000-ton group this year was Iowa, displacing Virginia.

By value, the first three states were California, Wisconsin, and New York, which also led in production. California, with a value of over $64 million, accounted for 23.5 percent of the U. S. total value of the 11 processing crops. Other states having production of processing crops valued at over $10 million, in order, were New Jersey, Oregon, Illinois, Washington, Minne-

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1953 Convention Program

The program for the 1953 Canners Convention will make available the opinions of the nation's best technological, professional, and legal talent on problems of vital interest to the canning industry and their solution.

Convention sessions will begin Friday afternoon, February 20, with a public meeting designed to integrate in advance, from the standpoint of management, the scope of subjects to be dealt with in the Convention sessions which follow.

The annual business meeting of the N.C.A., including election of officers and speeches from one or two national figures, will be held Saturday morning, February 21.

The formal Production-Management Sessions will begin Saturday afternoon. A tentative draft of the program of these sessions has been prepared and is reproduced on pages 326 and 327.

Several other subjects of considerable importance are being considered for the final program. They are:

1. Facts canners should know about new trends in the interpretation of the Robinson-Patman Act, analyzed in the light of three important Federal Trade Commission citations.

2. The A-B-C of government procurement on a continuing basis.

3. Will the industry be able to retain the present scope of the 7(c) and 7(b)(3) exemptions under the Fair Labor Standards Act? The decision of the courts in a new and comprehensive case against a canner, now pending, may shed some light on this point.

In addition, the dollar-and-cent value of keeping each department of a company up to date—and effective ways of doing it—will be discussed by two canners, one representing a large and another a small member of the N.C.A.

And H. T. Austern, Chief Counsel of N.C.A., will review and evaluate canning industry planning through two decades of annual conventions.

Production of Truck Crops for Commercial Processing by States, with Comparisons

State and Division	No. of crops[1]	10-year average 1941–50[2] (tons)	1951 (tons)	1952 (tons)
North Atlantic:				
Maine	4	48,200	50,200	33,400
N. H.	2	1,700	1,700	1,800
Vermont	2	2,800	2,700	2,600
Mass.	1	2,600	3,700	4,100
Conn.	1	900	700	600
N. Y.	9	418,800	452,900	491,600
N. J.	10	268,000	388,800	249,800
Pa.	9	217,300	277,000	226,400
		960,300	1,177,700	1,010,300
North Central:				
Ohio	9	262,400	232,400	268,900
Ind.	8	461,700	489,900	349,300
Ill.	8	272,200	331,400	358,600
Mich.	9	133,600	164,700	199,900
Wis.	8	483,900	546,400	650,800
Minn.	8	287,100	297,000	358,900
Iowa	6	118,200	67,100	109,800
Mo.	6	30,300	20,600	15,200
S. Dak.	1	1,200	600	900
Nebr.	3	7,300	4,400	4,500
Kans.	..	1,300	700	.....
		2,029,200	2,155,200	2,316,800
South Atlantic:				
Del.	7	71,100	72,000	68,800
Md.	10	352,100	288,600	240,600
Va.	8	121,300	122,300	78,800
W. Va.	1	2,400	1,200	800
N. C.	3	18,200	28,600	26,600
S. C.	3	9,400	14,400	8,900
Ga.	3	26,600	23,700	22,900
Fla.	3	29,700	60,100	46,300
		630,800	610,900	493,700
South Central:				
Ky.	2	12,700	9,300	6,400
Tenn.	6	30,100	25,900	18,200
Ala.	3	3,900	11,000	10,100
Miss.	3	9,300	9,200	8,900
Ark.	7	64,200	46,000	30,400
La.	2	4,500	2,000	1,300
Okla.	6	27,000	26,400	16,400
Texas	6	88,400	63,700	50,100
		240,100	193,500	141,800
Western:				
Mont.	2	5,900	4,800	5,800
Idaho	5	30,900	59,500	62,000
Wyo.	3	2,200	1,800	1,700
Colo.	8	51,900	53,100	61,400
N. Mex.	..	2,600	400	.....
Ariz.	1	1,400	5,200	400
Utah	8	107,700	152,200	112,900
Wash.	10	126,700	171,800	187,200
Oreg.	8	137,600	206,000	203,400
Calif.	8	1,119,800	2,423,000	1,951,800
		1,586,700	3,077,800	2,586,600
United States	11	5,447,100	7,215,100	6,549,200

[1] Number of crops for which estimates were made in 1952. Crops estimated for each state are shown in individual crop tables. For the United States the 11 crops are asparagus, lima beans, snap beans, beets, cabbage for sauerkraut, sweet corn, cucumbers for pickles, green peas, pimientos, spinach, and tomatoes. [2] For divisions and the U. S., averages of yearly totals, not sum of state or division averages.

BAE Year-end Crop Report

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sota, Michigan, Indiana, and Maryland.

Diversity of canning crop production changed slightly in 1952, with Washington joining Maryland and New Jersey as producers of 10 of the 11 vegetables reported. Four states produced nine different vegetables for processing—New York, Pennsylvania, Ohio, and Michigan—with Pennsylvania joining this group this year.

Asparagus for Processing

Acreage of asparagus for processing in 1952 decreased 5,730 acres from 1951. Production was down 12,000 tons, or more than 11 percent.

Production in the two leading states, California and New Jersey, was 12 and 22 percent, respectively, below last year. These states combined produced 70 percent of the total U. S. tonnage. Production in the third ranking state, Washington, was about 10 percent above 1951. Other asparagus producing states showing declines in production in 1952 were Illinois, Iowa, and Delaware. Production increased in 1952 in Michigan and Maryland, the latter by 54 percent, due largely to a 48 percent increase in yield, from 0.85 tons to 1.25 tons per acre. Other states showing significant increases in yield in 1952 were Washington and Oregon.

Lima Beans for Processing

Total production of lima beans for processing was down about 5 percent from a year ago. On the other hand, average yields were up about 7.5 percent above 1951. The only states showing no increase in yield in 1952 were Delaware, with a 230-pound decrease, and Virginia, which showed no change. A remarkable increase was reported for Washington, up 1,020 pounds or 57 percent.

California continued in top position in production of lima beans for processing with 36.5 percent of the total U. S. production. Delaware ranked second with about 15 percent, and New Jersey third with about 6.5 percent of total U. S. tonnage.

Wisconsin was the only state showing a significant increase in produc-

Comparative Totals on 11 Crops for Processing

Crop	Harvested Acreage 1951 (acres)	Harvested Acreage 1952 (acres)	Production 1951 (tons—2,000 lb.)	Production 1952 (tons—2,000 lb.)	Price per Ton[1] 1951 (dollars)	Price per Ton[1] 1952 (dollars)
Asparagus[2]	93,450	87,720	107,400	95,300	243.20	209.40
Beans, lima (shelled)	107,100	94,340	95,200	90,200	146.20	149.90
Beans, snap	121,160	155,650	272,000	241,300	113.20	121.00
Beets (for canning)	16,760	15,290	152,900	127,700	21.10	21.90
Cabbage (for sauerkraut)	15,190	14,250	174,800	152,400	12.90	18.90
Corn, sweet (in husk)	436,400	486,020	1,197,900	1,510,000	23.20	23.90
Cucumbers (for pickles)	142,840	149,750	275,100	332,200	64.50	69.60
Peas, green (shelled)	453,110	422,890	512,500	425,800	89.60	90.40
Pimientos[2]	18,000	15,000	13,300	12,300	75.00	80.00
Spinach	40,150	30,240	144,900	110,000	46.50	44.70
Tomatoes	423,830	375,900	4,267,100	3,452,000	31.40	29.40
Total 11 crops	1,867,990	1,807,050	7,215,100	6,549,200		

[1] Season-average price received by growers. The season falls in the calendar year. [2] Georgia plus acreage contracted in other states by Georgia processors.

Asparagus for Commercial Processing

State	Harvested Acreage 1951 (acres)	Harvested Acreage 1952 (acres)	Production[1] 1951 (tons)	Production[1] 1952 (tons)	Price per Ton[1] 1951 (dollars)	Price per Ton[1] 1952 (dollars)
New Jersey	17,400	16,700	23,490	18,370	267.00	242.00
Illinois	6,700	7,300	7,040	5,840	217.00	212.00
Michigan	6,000	6,900	6,600	6,900	248.00	246.00
Iowa	670	600	740	510	162.00	134.00
Delaware	1,200	1,050	1,020	940	271.00	255.00
Maryland	600	630	510	790	277.00	240.00
Washington	8,200	8,000	10,250	11,200	210.00	195.00
Oregon	200	240	270	350	190.00	190.00
California	50,300	44,400	55,330	48,840	242.00	192.00
Other states[3]	2,180	1,900	2,120	1,600	256.00	279.00
Total all states	93,450	87,720	107,370	95,340	243.20	209.40

[1] Yield, production and price are on an "as sold" or "pay weight" basis for all states. In Calif., N. J., Wash., Ore., Del., and Md., the pay-weight is field-cut asparagus trimmed to a specified maximum length, usually 7 inches. For these states the overlength and the culls not paid for are not included in the estimates. In Iowa the pay-weight is field-cut asparagus, purchased on the basis of field-run lengths without trimming. In Ill. and Mich., and in some of the minor producing states, most of the processing crop was formerly purchased on a field-cut field-run length basis, but in recent years an increasing proportion has been purchased on a field-snapped basis. Prices for Ill., Mich. and "other states" are derived prices for all methods of sale. Ill. prices per ton, field-cut field-run length and field-snapped respectively: 1951—$172 and $295; 1952—$167 and $282. Mich. prices per ton field-cut field-run length and field-snapped respectively: 1951—$170 and $322; 1952—$155 and $301. All prices are season average prices received by growers. The season falls in the calendar year. [2] Ark., Idaho, Ind., Minn., Mo., N. Y., Ohio, Pa., S. C., Utah, and Wis.

tion over a year ago, up 47 percent. Pennsylvania also showed increased production, 8 percent above 1951. Wisconsin's increase was attributable to both higher acreage and larger yields, while Pennsylvania's was caused solely by larger yields, with acreage actually declining slightly.

Snap Beans for Processing

U. S. production of snap beans for processing in 1952 was 11.3 percent below a year ago, while acreage was down 4.5 percent.

Total value of the crop was not much lower than a year ago, as a result of a 7 percent increase in the price paid per ton for the raw product.

Although the average U. S. yield this year was down only about 6.5 percent below 1951, yields in the Ozark area were sharply declined, 47 percent in Arkansas and 36 percent in Oklahoma, largely as a result of adverse weather conditions.

Average price per ton paid to growers was up about 6.5 percent in 1952. Largest price increases this year were in the Ozark area. The 1952 price in Arkansas was $61.30 a ton above last year's price, or 63 percent.

Top ranking states in snap bean production 1952, in order, were Oregon, New York, Wisconsin, Maryland, Florida, and Michigan. Each of these states produced more than 10,000 tons for processing this year. Oregon and New York, each with over 50,000 tons, produced a combined tonnage equal to 42 percent of the total U. S. production. New York's 1952 acreage was 51 percent above the 1941-50 average, and production was 64 percent above the 10-year average.

Beets for Canning

Total U. S. acreage of beets for canning in 1952 is down almost 9 percent from last year. Tonnage is down 16.5 percent as a result of lower yields. Season-average prices for the U. S. were about 4 percent above a year ago.

Wisconsin, the principal state producing beets, for canning, had lower production for the second consecutive year. This year's estimated tonnage is 8,000 tons or 12 percent below the 1951 production. However, Wisconsin's estimated tonnage still accounts for 44 percent of the nation's total. New York was second largest producer in 1952, with no change in tonnage from last year. Oregon, the third ranking state, registered the largest decline of any beet producing state—10,500 tons or 32 percent below 1951 production and 19 percent below the 1941-50 average. The large decline in Oregon production was caused entirely by lower acreage, the 1952 yields being larger than in 1951.

Cabbage for Sauerkraut

The 1952 acreage of cabbage for sauerkraut was down 6.2 percent from 1951. Production was down 13 percent from last year, with lower yields in every major state. U. S. average price per ton was up 48 percent over 1951, by far the largest price increase percentagewise of any of the 11 processing crops reported by BAE.

New York was the top ranking state in production of cabbage for kraut, with 43 percent of the U. S. total. New York's tonnage was 7 percent lower than in 1951. Wisconsin, the second ranking state, produced 25 percent of this year's total tonnage, only a slightly smaller proportion than it produced a year ago. Production in Ohio showed the greatest decline of any of the major producing states,

Green Lima Beans for Commercial Processing

State	Harvested Acreage 1951	Harvested Acreage 1952	Production 1951	Production 1952	Price per Ton [1] 1951	Price per Ton [1] 1952
	(*acres*)		(*tons—shelled*)		(*dollars*)	
New York	4,300	4,000	2,690	3,140	151.90	150.40
New Jersey	11,900	11,800	9,580	9,790	151.00	156.20
Pennsylvania	4,100	4,000	2,870	3,100	149.50	152.30
Ohio	720	460	240	180	106.80	102.70
Michigan	3,140	1,350	2,120	1,060	109.60	110.00
Wisconsin	6,400	7,300	3,840	5,660	135.60	157.60
Delaware	22,500	19,600	18,340	13,720	147.00	146.00
Maryland	4,600	3,200	3,170	2,260	134.80	119.00
Virginia	4,900	3,600	3,180	2,340	126.90	123.00
Washington	2,000	430	1,720	580	181.80	130.00
California	23,000	22,000	32,090	33,000	155.00	153.00
Other states [2]	19,540	16,600	15,330	15,410	134.60	151.80
Total all states	107,100	94,340	95,170	99,240	146.20	149.90

[1] Season-average price received by growers. The season falls in the calendar year. [2] Ark., Colo., Ga., Idaho, Ill., Ind., Iowa, Kans., Minn., Mo., Okla., Ore., Tenn., and Utah.

Snap Beans for Commercial Processing

State	Harvested Acreage 1951	Harvested Acreage 1952	Production 1951	Production 1952	Price per Ton [1] 1951	Price per Ton [1] 1952
	(*acres*)		(*tons*)		(*dollars*)	
Maine	2,850	2,300	7,700	3,900	104.80	104.00
New York	26,000	28,500	46,800	51,300	121.60	127.00
New Jersey	2,400	2,800	6,000	5,300	137.70	139.00
Pennsylvania	4,100	5,200	8,600	9,400	111.10	124.20
Michigan	6,300	6,500	10,100	10,400	109.00	108.70
Wisconsin	12,000	12,800	19,200	21,800	114.50	113.90
Missouri	400	150	800	100	92.50	152.50
Delaware	2,600	2,700	4,400	3,200	95.10	91.00
Maryland	9,500	9,400	16,200	15,000	99.40	98.60
Virginia	3,000	3,000	5,700	4,500	102.00	100.00
North Carolina	2,000	2,700	3,200	4,300	107.90	176.40
South Carolina	1,800	500	2,200	500	93.00	145.00
Georgia	200	200	200	200	100.00	170.00
Florida [2]	10,000	8,200	16,810	12,330	102.60	107.30
Tennessee	5,500	4,900	8,800	5,900	109.00	169.00
Mississippi	1,300	1,000	800	900	90.00	95.50
Arkansas	7,500	3,600	11,200	2,900	96.20	157.50
Louisiana	350	500	400	400	96.00	93.00
Oklahoma	3,500	1,400	4,900	1,300	104.00	155.00
Texas	4,000	5,500	4,800	7,700	90.00	82.00
Colorado	1,300	1,400	3,900	5,000	76.00	92.40
Utah	620	500	2,600	2,400	108.00	108.60
Washington	2,200	1,900	11,000	8,400	127.90	117.00
Oregon	7,370	6,550	59,000	51,700	124.70	129.20
California	2,040	1,470	12,200	8,500	108.30	124.10
Other states [3]	2,330	1,980	4,500	3,970	109.60	124.90
Total all states	121,160	115,650	272,010	241,300	113.20	121.00

[1] Season-average price received by growers. The season falls in the calendar year. [2] Ala., Idaho, Ill., Ind., Iowa, Ky., Mass., Minn., Mont., Nebr., N. M., Ohio, Vt., and Wyo. [3] Sum of estimates by seasonal groups.

Beets for Commercial Processing

State	Harvested Acreage 1951	Harvested Acreage 1952	Production 1951	Production 1952	Price per Ton [1] 1951	Price per Ton [1] 1952
	(*acres*)		(*tons*)		(*dollars*)	
New York	3,600	3,800	34,200	34,200	20.30	25.50
New Jersey	800	650	5,800	4,600	24.90	30.00
Michigan	1,100	670	8,900	5,100	18.70	20.60
Wisconsin	7,200	7,100	64,100	56,100	19.60	18.70
Oregon	1,900	1,000	25,100	14,600	25.30	25.00
Other states [2]	2,160	2,070	11,800	13,100	21.50	20.20
Total all states	16,760	15,290	152,900	127,700	21.10	21.90

[1] Season-average price received by growers. The season falls in the calendar year. [2] Calif., Colo., Ill., Ind., Iowa, La., Me., Md., Minn., Miss., Ohio, Tenn., Texas, Utah, and Wash.

Agenda

Program emphasis at the 1953 Convention in Chicago will be on production and management. Still being arranged are an afternoon session scheduled for Friday, February 20, which will serve to launch the Production-Management Sessions, and the annual N.C.A. General Session, scheduled for Saturday morning, February 21. These details, as well as further particulars of the management phases of the program, will be announced when finalized. Following are descriptive details of the Production-Management Sessions:

Saturday, February 21

2 p.m.—High Temperature-Short Time Processing Methods and Equipment

Session jointly sponsored by Canning Machinery & Supplies Association and N.C.A. Laboratories

Continuous Agitating Retorts

To be discussed by two speakers, one representing a manufacturer who will describe construction, operation, and principles of continuous cookers; the other a canner who will discuss utilization of this equipment in high speed production.

Aseptic Canning

To be presented by two speakers, one from the sponsors of the equipment; the other a canner. The process of aseptic filling and sealing of presterilized food in sterilized containers will be covered.

End-over-End Agitation

This method, still in the developmental stage, will be discussed by a speaker who will present the principles of the method and show the progress made to date.

2 p.m.—Raw Products Procurement and Management

Panel on Collective Bargaining by Growers:

How do canning crop prices compare with prices of competing crops?—Dr. H. L. Stier, Director, Division of Statistics, N.C.A.

The federal antitrust laws as they apply to collective bargaining for raw materials.—J. Harry Covington, Office of Counsel, N.C.A.

How state marketing orders operate in California —W. S. Everts, Executive Secretary, Cling Peach Advisory Board.

How can we interest more farmers in growing our canning crops? What inducements? What advantages? How to present them.

Future policy and legal implications with respect to the problems of raw products procurement: If growers may bargain collectively, why not canners also? Should the Sherman Act be changed in this way?—H. Thomas Austern, Chief Counsel, N.C.A.

Sunday, February 22

10 a.m.—Quality Protection and Food Regulation

Panel Subject: The Race Between Pests and Pesticides

To be discussed by competent men, each a specialist in his respective field of entomology or food technology.

Do the newer insecticides create greater residue hazards?

Some applied insecticides cause definite off-flavors in canned foods. Which ones can we safely use and which should be avoided?

Progress report by the N.C.A. Tomato Products Sanitation Committee on the fruit fly problem: The report will cover successes and failures in controlling the fruit fly this past season and will include a summary on effective and ineffective control practices in both the East and the West.

2 p.m.—Quality Protection and Food Regulation

Developments in Administration of the Federal Food, Drug and Cosmetic Act

The Supreme Court decision in the Cardiff case (relating to authority of food and drug inspectors to make inspections), its impact on regulatory activities, and implications for the food industry will be discussed by two speakers, one representing the Food and Drug Administration, the other N.C.A. Counsel.

Should factory control records be open to inspection?

Tomato Products Sanitation

Experience in control of fruit fly infestation in 1952 will be summarized briefly by two or three technologists. This will be followed by an open discussion of industry experience and measures for future control.

46th Annual Convention National Canners Association

Monday, February 23

9:30 a.m.—Field Management Problems

Panel Subjects:

Suggested yardsticks or techniques which can be used by the field staff to predict crop yields more accurately. To be handled by a group of technical men from the can companies and the canning industry.

Are we getting our maximum crop production and at the same time improving and conserving the soil for future production? To be discussed by a group of soils experts.

How can we reduce field costs by more adequate mechanization? Some developments in the growing and harvesting of beets and carrots will be discussed and ideas suggested for reducing costs of growing peas and snap beans. Ideas also will be suggested for improving application and reducing cost of insecticides and fungicides. The projected plans of the N.C.A. Raw Products Technical Advisory Committee on this subject also will be presented.

10 a.m.—Production Problems and Special Products

Performance of Electrolytic Tin Plate

Two discussion leaders will summarize commercial experience in the use of electrolytic tin plate and discuss expected trends in container specifications and government control of tin plate specifications in the light of adequate supply of tin.

Dietetic Canned Foods

A nutritionist will describe the manner and increasing extent of use of special dietary foods, and the opportunity for canned foods to meet the needs of persons on special diets. The new N.C.A. bulletin on the subject should be available by Convention time and will be tied in with this topic. This bulletin attempts to provide pertinent information for consumers, dietitians, doctors, and canners. In the appendix it has been attempted to list consumer information conveniently for the canner. Emphasis is placed on techniques used in low-sodium diets.

Water Utilization

Results of an investigation of reuse of water for conservation of supply will be presented and interpreted in terms of sanitation and product protection.

Sterilization by Atomic Radiation

This is the first public presentation of results of N.C.A.'s experimental investigation of gamma ray sterilization, which has been carried on with the use of radioactive sources.

2 p.m.—Improving Efficiency of Production and Distribution

This session will feature outstanding authorities who will show all canners, both large and small, how to evaluate their performance and increase their efficiency.

Operations Analysis

How canners may use this powerful new management tool to find out where they are and where they are going; to locate inefficiency and increase the accuracy of decisions.

Financial Control

Business generally is placing more and more emphasis on financial control and cost accounting as the principal means of directing operations. This subject will include a summary of key financial data for fruit and vegetable canners that will serve as guideposts to individual canners in evaluating their operation.

How Canners Can Improve Distribution Efficiency

How to improve the the effectiveness of marketing methods. A national authority will discuss the use of distribution research techniques as a means of improving the efficiency of marketing and sales operations.

Cabbage for Commercial Crop of Sauerkraut

State	Harvested Acreage 1951	1952	Production 1951	1952	Price per Ton [1] 1951	1952
	(acres)		(tons)		(dollars)	
New York	4,800	4,800	69,600	64,800	12.90	22.30
Ohio	1,500	1,300	18,000	12,500	12.40	12.30
Indiana	1,400	1,100	7,600	4,400	14.00	16.20
Illinois	130	100	1,200	800	10.00	28.30
Michigan	250	260	2,800	2,800	10.30	12.50
Wisconsin	4,600	3,900	46,000	37,800	10.40	15.60
Minnesota	110	80	1,100	700	12.50	14.40
Colorado	180	180	2,300	2,200	12.00	12.80
Washington	270	270	5,100	4,100	20.00	21.00
Other states [2]	1,950	2,260	21,100	22,300	15.90	19.90
Total all states	15,190	14,250	174,800	152,400	12.80	18.90

[1] Season-average price received by growers. The season falls in the calendar year. [2] Fla., Iowa, Md., Mo., N. J., N. C., Ore., Pa., Tenn., Texas, Utah, and Va.

Sweet Corn for Commercial Processing

State	Harvested Acreage 1951	1952	Production [1] 1951	1952	Price per Ton [2] 1951	1952
	(acres)		(tons)		(dollars)	
Maine	8,900	9,100	31,200	23,700	29.50	30.00
New Hampshire	420	460	1,400	1,600	29.00	30.80
Vermont	740	780	2,200	2,300	24.70	25.20
New York	24,100	25,500	65,100	66,300	22.30	26.30
Pennsylvania	10,700	10,500	26,800	23,100	24.70	27.80
Ohio	15,100	15,000	30,200	37,500	20.70	21.90
Indiana	27,770	36,200	50,000	61,700	23.00	24.60
Illinois	61,100	65,200	183,300	208,600	24.30	25.70
Michigan	1,400	1,850	2,200	6,500	21.00	20.20
Wisconsin	92,200	108,300	212,100	346,600	21.50	22.70
Minnesota	75,500	86,200	234,100	301,700	20.60	20.60
Iowa	24,100	29,100	55,400	93,100	22.70	23.20
Nebraska	1,700	1,100	3,600	3,600	18.60	23.20
Delaware	4,200	5,100	12,600	12,800	20.00	20.50
Maryland	32,700	35,900	71,900	71,200	21.40	24.40
Virginia	800	1,100	2,800	2,200	17.20	28.50
Idaho	10,700	9,500	46,000	47,500	24.70	26.50
Utah	6,400	6,000	29,400	23,400	25.00	26.00
Washington	13,400	15,300	54,900	82,600	26.70	26.50
Oregon	13,700	15,000	54,800	67,500	32.90	30.50
Other states [3]	10,770	10,730	27,900	26,500	22.80	22.30
Total all states	436,400	486,020	1,197,900	1,510,000	23.20	23.90

[1] Tonnage in husk. [2] Season-average price received by growers. The season falls in the calendar year. [3] Ark., Colo., Mont., N. J., Okla., S. D., Tenn., Texas, and Wyo.

Green Peas for Commercial Processing

State	Harvested Acreage 1951	1952	Production 1951	1952	Price per Ton [1] 1951	1952
	(acres)		(tons—shelled)		(dollars)	
Maine	9,170	5,870	9,770	4,050	87.40	93.50
New York	28,700	22,500	26,980	17,210	93.10	100.90
New Jersey	3,200	3,260	5,630	4,080	109.00	121.00
Pennsylvania	14,200	13,800	17,750	11,800	98.50	98.60
Ohio	2,700	2,500	2,500	1,910	82.00	90.40
Indiana	3,200	2,500	2,670	2,190	95.30	102.30
Illinois	27,400	27,900	31,650	25,110	92.10	112.30
Michigan	6,300	5,800	5,670	3,510	91.00	103.60
Wisconsin	128,400	124,000	159,220	125,240	85.00	86.80
Minnesota	53,400	55,800	53,670	47,710	99.00	90.50
Iowa	4,000	5,100	3,480	3,670	100.60	112.60
Delaware	2,300	3,000	2,520	3,020	96.80	104.60
Maryland	8,800	7,600	11,000	7,980	91.50	90.90
Virginia	2,100	2,000	1,970	1,630	85.00	102.00
Idaho	10,200	9,800	10,200	11,020	91.70	94.80
Colorado	3,500	3,200	4,340	3,150	75.50	84.20
Utah	9,300	7,300	14,000	7,120	93.50	90.00
Washington	63,400	59,400	75,760	71,280	89.30	86.70
Oregon	57,400	48,300	54,530	55,540	88.80	87.80
California	10,300	9,600	13,000	14,640	76.70	68.70
Other states [2]	5,140	3,660	5,550	3,900	78.70	78.70
Total all states	453,110	422,890	512,460	425,760	89.60	90.40
For freezing [3]	118,270	110,960	120,620	118,590	95.60	92.70
For canning and other processing [3]	334,840	311,930	391,840	307,170	87.70	89.50

[1] Season-average price received by growers. The season falls in the calendar year. [2] Ark., Ga., Kans., Mo., Mont., Nebr., Okla., Tenn., W. Va., and Wyo. [3] Not shown by states to avoid disclosure of individual operations.

down 30 percent from last year. Lower yields were the principal reason.

Sweet Corn for Processing

Total U. S. acreage of sweet corn for processing in 1952 was up 11 percent, and, as a result of higher average yields, production was up 26 percent above 1951.

Although average yield for the U. S. was 3.1 tons per acre, more than a quarter of a ton above 1951 yields, many states showed sharply lower yields. Largest declines in yields were reflected in Mid Atlantic states, Maine and Utah. Midwestern states generally showed considerably higher yields than in 1951. For example, Wisconsin, the principal producer of sweet corn, had an average yield of 3.2 tons per acre in 1952 compared with 2.3 tons last year and 2.4 tons for the 1941-50 average. Yields in Minnesota and Michigan were 3.5 tons per acre, and in Nebraska and Iowa 3.3 and 3.2 tons, respectively. Record yields per acre were produced in Washington and Idaho, 5.4 and 5.0 tons, respectively. Oregon had the third highest yield, with 4.5 tons per acre.

Season-average prices per ton in 1952 were 3 percent above last year for the U. S. as a whole. Most states showed slightly higher season-average prices in 1952 compared with 1951. Of the 20 states for which BAE reports average prices, only three showed lower prices in 1952 than in 1951 and one state, Minnesota, no change. In the three states where lower prices were paid this year, the declines range from 20 cents per ton in Washington to $2.40 per ton less in Oregon, with Michigan showing an 80 cent per ton decline.

Minnesota, the top producing state in 1951, this year was second to Wisconsin. These two states combined produced 43 percent of the total U. S. tonnage of sweet corn for processing in 1952. Illinois with 208,600 tons was third, and the only other state producing over 100,000 tons. Other states in order of 1952 production were Iowa, Washington, Maryland, Oregon, New York, Ohio, and Idaho.

Cucumbers for Pickles

Total U. S. acreage of cucumbers for pickles was 5 percent above the 1951 acreage and 13 percent above the 1941-50 average. Higher yields in 1952, averaging 14 percent above 1951, resulted in a 21 percent increase in production.

Season-average prices in 1952 were 8 percent above 1951 prices.

Leading states in production in 1952, in order, were Michigan, Wisconsin, California, North Carolina, Colorado, and Georgia, each with a season production of more than 500,000 bushels.

Green Peas for Processing

U. S. acreage of green peas for processing was about 7 percent less than in 1951 and about the same as the 1941-50 average. Production was 17 percent less in 1952 than last year. Season-average prices for the U. S. were up less than one percent from 1951.

The proportion of the total tonnage of green peas that were frozen was 28 percent in 1952, 24 percent in 1951, and an average of 15 percent during the 1941-50 period.

Yields per acre in 1952 generally were down, except for a slight increase in Indiana and sizable increases in California and the Northwest states. The average yield of peas for freezing in 1952 was 4 percent above 1951, while the average yield of peas for canning and other processing was down 16 percent from 1951.

Wisconsin continued as leading producer of green peas for processing, with 29 percent of the nation's total production this year. Washington was second, with Oregon third and Minnesota fourth. The other leading producing states, in order, were Illinois, New York, California, Pennsylvania, Idaho, and Maryland.

The average price per ton paid for peas for freezing in 1952 was about 8 percent less than the 1951 season-average price, while the price paid for peas for canning and other processing was about 2 percent above 1951.

Prices paid in 1952 showed the following changes from 1951: Wisconsin up 2 percent, Minnesota down 8 percent, Washington down 3 percent, Oregon down one percent, Illinois up 22 percent, and New York up 8 percent.

Pimientos for Processing

For the first time, BAE has estimated production of pimientos for processing in states other than Georgia. Total acreage in 1952 is 17 percent less than a year ago, and tonnage is down 20 percent.

About 80 percent of the 1952 production was reported in Georgia, and the balance was reported to be grown for Georgia processors.

	1951	1952
Harvested Acreage:	*(acres)*	
Georgia	13,000	13,000
Other states[1]	(a)	2,000
Total acreage	13,000	15,000
Production:	*(tons)*	
Georgia	13,300	9,800
Other states[1]	(a)	2,500
Total production	13,300	12,300
Price per Ton:[2]	*(dollars)*	
Georgia	75.00	80.00
Other states[1]	(a)	80.00
Average price	75.00	80.00

[1] Covers acreage contracted by Georgia processors in Ala., N. C., S. C., and Tenn. [2] Season-average price received by growers. The season falls in the calendar year. (a) Not shown to avoid disclosure of individual operations.

Spinach for Processing

Total U. S. acreage of spinach for processing was about 25 percent below 1951. Production was 24 percent less than in 1951. Spinach was one of three vegetables (asparagus and tomatoes) for processing that declined in season-average price in 1952 as compared with 1951. The average price of $44.70 per ton was about 4 percent lower than the 1951 season-average price.

California continued as most important producing state, with 51 percent of the total U. S. tonnage in 1952. New York was second with 12 percent of the U. S. total, Oklahoma third with 8 percent, and Texas with 6 percent ranked fourth. Arkansas' 5,900 tons placed this state in fifth position with about 5.5 percent of the nation's total crop of processing spinach.

Yields per acre for the U. S. averaged about the same as a year ago.

Spinach for Commercial Processing

State and Seasonal Group	Harvested Acreage 1951	Harvested Acreage 1952	Production 1951	Production 1952	Price per Ton[1] 1951	Price per Ton[1] 1952
	(acres)		*(tons)*		*(dollars)*	
Texas						
Winter	6,900	5,000	10,350	7,000	75.00	63.00
Virginia	1,250	1,100	3,750	3,160	95.07	86.70
Spring	800	700	2,400	1,960	97.00	84.60
Fall	450	400	1,350	1,200	93.70	90.00
Maryland	1,030	1,620	2,220	3,040	75.20	77.30
Spring	680	1,220	1,700	2,320	73.90	76.30
Fall	350	400	520	720	79.00	80.00
New Jersey						
Fall	2,100	1,900	10,500	10,400	100.00	105.00
New York	1,900	1,900	14,200	12,700	33.90	33.50
Spring	1,300	1,400	11,200	11,200	33.00	33.00
Fall	600	500	3,000	1,500	37.00	37.00
Arkansas	6,300	4,500	10,200	5,900	73.70	63.00
Spring	5,500	4,300	8,800	5,600	73.20	61.80
Fall	800	200	1,400	300	77.00	85.00
Oklahoma	8,200	5,100	14,500	9,060	70.00	58.00
Spring	7,100	4,700	13,500	8,500	69.90	56.00
Fall	1,100	400	1,000	560	71.00	90.00
Washington	870	420	6,300	3,120	43.20	39.70
Spring	300	170	1,700	1,020	49.00	49.00
Fall	570	250	4,600	2,100	41.00	35.00
California	11,600	8,700	72,900	55,600	25.60	25.60
Spring	9,700	7,900	62,100	50,600	25.10	25.40
Fall	1,900	800	10,800	5,000	28.40	28.00
9 states total	40,150	30,240	144,920	109,980	46.50	44.70
Winter and Spring	32,280	25,390	111,750	88,200	42.40	37.50
Fall	7,870	4,850	33,170	21,780	60.40	73.60

[1] Season-average price received by growers.

Tomatoes for Commercial Processing

State	Harvested Acreage 1951	Harvested Acreage 1952	Production 1951	Production 1952	Price per Ton[1] 1951	Price per Ton[1] 1952
	(acres)		*(tons)*		*(dollars)*	
New York	20,000	18,600	190,000	234,400	32.70	32.20
New Jersey	34,000	34,000	316,200	187,000	34.00	34.60
Pennsylvania	23,600	25,600	217,100	174,100	33.30	34.60
Ohio	18,100	23,000	172,000	207,000	30.20	32.00
Indiana	49,000	47,000	416,500	268,000	31.00	30.40
Illinois	12,600	12,400	102,100	110,400	29.30	31.90
Michigan	8,100	8,500	57,500	79,000	29.50	30.70
Wisconsin	1,400	1,200	8,400	9,600	28.00	29.60
Iowa	1,700	1,400	8,800	11,500	27.40	30.50
Missouri	6,000	4,700	18,000	12,700	39.50	49.00
Delaware	4,100	6,000	30,800	31,200	37.50	41.80
Maryland	23,700	24,400	175,400	129,300	36.80	42.40
Virginia	18,600	16,000	93,000	54,400	33.60	40.20
South Carolina	2,700	300	4,900	500	35.00	35.00
Florida[2]	8,500	7,600	42,030	28,700	33.50	28.00
Kentucky	1,600	1,200	6,700	3,100	32.60	40.00
Tennessee	1,900	2,300	5,700	4,600	36.00	40.00
Arkansas	6,000	5,100	16,200	15,300	42.40	51.00
Oklahoma	500	300	1,000	300	35.00	50.00
Texas	18,500	12,000	35,200	21,600	47.00	30.00
Colorado	3,400	2,600	24,500	23,500	26.80	25.60
Utah	7,600	6,900	99,600	75,900	27.60	26.00
California	148,300	112,000	2,210,000	1,758,400	30.20	25.40
Other states[3]	3,930	2,800	18,440	9,500	31.70	36.30
Total all states	423,830	375,900	4,267,070	3,452,000	31.40	29.40

[1] Season-average price received by growers. The season falls in the calendar year. [2] Sum of estimates by seasonal groups. [3] Ala., Ariz., Conn., Ga., Idaho, Kans., La., Minn., Miss., Nebr., N. M., N. C. Ore., Wash., and W. Va.

Of the major producing states, only Arkansas and New York had significantly lower yields in 1952 than in 1951.

Prices per ton were lower in Texas, Oklahoma, and Arkansas than in 1951, but unchanged in California and New York.

Tomatoes for Processing

An 11 percent decrease in acreage and a 9 percent decrease in yield per acre resulted in a production of tomatoes for processing 19 percent smaller in 1952 than in 1951.

Prices per ton averaged 6.4 percent less than 1951 prices. Asparagus and spinach were the only other crops whose prices declined in 1952.

California again was the leading producer of tomatoes for processing. Her 1952 production of 1,758,400 tons accounted for 51 percent of the U. S. total. Seven other states produced more than 100,000 tons in 1952. In order, they are Indiana, New York, Ohio, New Jersey, Pennsylvania, Maryland, and Illinois.

Yields in all of the Eastern states except New York were down from a year ago. In addition to New York, states which had increased yields in 1952 were Illinois, Michigan, Wisconsin, Iowa, Arkansas, and California.

Fruits

Production of fruit in 1952, including deciduous and miscellaneous fruits and the 1952-53 citrus crop, totals nearly 16,200,000 tons, 5 percent less than in 1951 but slightly above the 1941-50 average.

Deciduous fruit production in 1952 was 8,616,000 tons, compared with 9,463,000 tons in 1951 and an average of 9,012,000 for the 10-year period.

Apples

The 1952 commercial apple crop is placed at 92,696,000 bushels, 16 percent below both last year and the 10-year average. The Eastern crop is 39,507,000 bushels, about one-fourth less than the 1951 crop and 15 percent below average. Production of the Central states is 14,922,000 bushels, about 39 percent less than the 1951 crop and 23 percent below average. The Western crop, at 38,267,000 bushels, 14 percent above last year but 14 percent below average.

Peaches

The 1952 peach crop totaled 62,746,000 bushels, one percent less than last year and 8 percent less than average. Production, excluding California clingstones, was 43,619,000 bushels, 12 percent above 1951 but 10 percent below average. California clingstones are estimated at 19,127,000 bushels, 22 percent less than last year and 2 percent less than average. California freestones are placed at 11,000,000 bushels, compared with 11,334,000 bushels in 1951 and an average of 11,193,000 bushels for the 1941-50 period. Michigan had 3,397,000 bushels, far above the short crop of 605,000 bushels in 1951 but slightly under the 10-year average of 3,861,000 bushels.

Pears

Pear production in 1952 is placed at 30,744,000 bushels, compared with 30,028,000 bushels in 1951 and an average of 30,306,000 bushels for the 1941-50 period. The production in the Pacific Coast states amounted to 26,391,000 bushels, 3 percent above the 1951 crop and 8 percent above average.

Bartlett pears in these three states totaled 20,279,000 bushels, and other varieties 6,112,000 bushels. In 1951, Bartletts were 19,118,000 bushels and other varieties 6,434,000 bushels.

The New York pear crop was light this year, 396,000 bushels compared with 486,000 bushels a year ago and an average of 679,000 for the 1941-50 period. In Michigan, the production of 1,036,000 bushels was 7 percent above 1951 and 44 percent above average.

Plums and Prunes

Plum production in California and Michigan totaled 60,800 tons, 40 percent below the 1951 crop and 28 percent below average. The California crop was only 53,000 tons compared with 97,000 tons last year and the 10-year average of 79,000 tons. Michigan produced a large crop of 7,800 tons compared with 4,800 tons in 1951 and an average of 5,060 for the 1941-50 period.

California prunes are estimated at 135,000 tons (dried basis), 24 percent less than last year and 27 percent below average. Total prune production for Washington, Oregon, and Idaho is placed at 86,900 tons (fresh basis), 9 percent less than in 1951 and 25 percent less than average.

BAE estimates that in these three states, 24,710 tons were utilized for canning, a decline of 26 percent from a year ago.

Sweet Cherries

Production of sweet cherries is estimated at 99,630 tons, 39 percent above the 1951 crop and 8 percent above the 1941-50 average. The California crop, at 39,500 tons, was twice the short 1951 crop and a third above average. The Washington crop, at 15,200 tons, was 20 percent above 1951 but 42 percent below average.

Very little of the Washington crop was processed this year, mainly because wind and rain interfered with harvest and ruined much of the fruit remaining on the trees. The Oregon crop, at 18,000 tons, was 8 percent above 1951 but 14 percent below average. Rains at time of maturity reduced the Oregon crop at least a fourth. In the Great Lakes states the crop of 14,710 tons was about the same size as last year and about two-thirds above average. Michigan and New York cherries sustained considerable damage from winds in July and Michigan cherries were further damaged by rain.

Sour Cherries

Production of sour cherries in 1952 is estimated at 118,350 tons, a fourth below last year but a fifth above average. Michigan, the most important producing state, produced 67,500 tons, a fifth below 1951 but two-fifths above average. New York and Wisconsin also sustained serious losses from July wind storms.

Apricots

Production of apricots in California, Utah, and Washington totaled 175,000 tons, 4 percent less than in 1951 and 23 percent less than average. California produced 156,000 tons compared with 172,000 tons last year. Fewer apricots were sold fresh, canned and frozen this year but 6 percent more were dried.

Potatoes

Estimated potato production of 347,504,000 bushels is 8 percent larger than last year's short crop of 320,519,000 bushels. The 1941-50 average production was 414,525,000 bushels. Potatoes were harvested from 1,398,000 acres, or 5 percent more than the 1,344,000 acres dug in 1951. Abandonment of acreage was small as only limited acreage was "drowned out" and conditions were excellent for harvest of the late crop. The U. S. yield, now placed at 249 bushels per acre, has been exceeded only by the record yield of 253 bushels harvested in 1950. The national yield per acre was exceptionally high despite a sharp reduction in Maine's yield, as record or near-record yields were realized in most late potato areas of the West.

Sweet Potatoes

Production of sweet potatoes is estimated at 28,292,000 bushels, the smallest crop since 1881. This quantity is 2 percent smaller than the 1951 crop of 28,796,000 bushels, and less than half the 1941-50 average of 57,703,000 bushels. Growers harvested 326,000 acres of sweet potatoes this year, compared with 314,000 acres in 1951 and the 1941-50 average of 625,000 acres. The 87-bushel yield per acre estimated for the U. S. is the lowest since 1943 and reflects dry weather in most sweet potato areas this summer. Also, in some areas, vines were killed by earlier-than-usual frosts.

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